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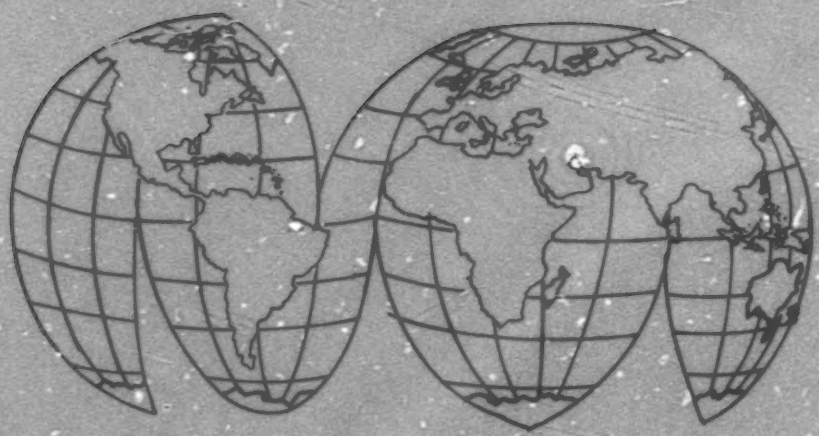
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Rhode Island



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Rhode Island

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

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FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Rhode Island. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau and Paul Kirwin of the Office of International Trade. Major contributions were made by Raymond Fogarty of the Rhode Island Small Business Development Center and Daniel Quealey of the SBA Providence District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
380 Westminister Mall, 5th Floor
Providence, RI 02903
(401) 528-4583

U.S. Department of Commerce
International Trade Administration
7 Jackson Walkway
Providence, RI 02903
(401) 528-5104

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Rhode Island Department of Economic Development
Small Business Development Division
7 Jackson Walkway
Providence, RI 02903
(401) 277-2601

The Department of Economic Development is responsible for the state export promotion program. It provides a variety of services designed to help Rhode Island companies find overseas markets. It coordinates and participates in overseas trade shows, trade missions and catalogue shows. Through its overseas office in Antwerp, Belgium, the Department receives trade leads, which are forwarded to appropriate Rhode Island firms.

The Department holds several conferences and seminars each year on exporting. Topic-specific conferences, on topics such as export financing, marketing and documentation, are held in conjunction with banks, freight forwarders and other private sector resources, as well as with federal government agencies. The Department also publishes the "Rhode Island Export Quarterly" and the "Directory of Exporting Companies."

CITY AND LOCAL AGENCIES

Some city and local government agencies provide services designed to promote international trade in their areas. The following listing presents these agencies and brief descriptions of their international trade services.

City of Cranston
Office of Economic Development
869 Park Avenue
Cranston, RI 02910
(401) 461-1000

City representatives attend seminars and trade shows in Europe and develop ongoing contacts with European companies. The Office provide advice to potential importers and exporters and can help establish contacts with foreign distributors in the U.S. and overseas. The City works closely with the Department of Commerce and other agencies and provides a referral service.

Warwick Economic Development Commission
3275 Post Road
Warwick, RI 02806
(401) 738-2000

The Commission works to assist Rhode Island firms in exporting. The City of Warwick participates in an export trading consortium to assist small manufacturers in developing export sales.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Rhode Island Port Authority
Rhode Island Department of Economic Development
7 Jackson Walkway
Providence, RI 02913
(401) 277-2601

Port of Providence
Municipal Wharf
Providence, RI 02913
(401) 781-4717

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries of the special services offered.

Bryant College
Small Business Development Center
450 Douglas Pike, Route 7
Smithfield, RI 02917-1284
(401) 232-6114

The International Trade Center of the Rhode Island Small Business Development Center provides training programs on various aspects of exporting, collects and maintains international trade information, and provides consulting and research services to small business firms covering export marketing, organization, documentation, logistics and financing.

SBDC consultants provide in-depth assistance to small businesses to evaluate the company's export capability and identify and analyze problems and needs which the company may face in exporting. The SBDC also publishes the "Rhode Island Guide to International Trade."

Bryant College also offers numerous courses in international business management, international economics and related subjects.

International Association of Students in Economics and Business Management (AIESEC)
P.O. Box 1930
Brown University
Providence, RI 02912
(401) 861-4835
Telex: 95-2095 ATTN AIESEC

AIESEC has affiliates at 440 colleges and universities in 60 member nations. AIESEC trainees are available to businesses for 6 weeks to 18 months. These trainees are capable of undertaking tasks or special projects in accounting, finance, computer science, marketing, market research and other business related fields. They can also provide information and insights into foreign markets.

University of Rhode Island
209A Ballentine Hall
Kingston, RI 02881
(401) 792-4372
Telex: 95-2056 CEDEC USA

Transportation and construction equipment, heavy duty goods.
Area: Middle East, Worldwide

The University offers international business courses at both the undergraduate and graduate levels. The courses deal with international finance, marketing and many aspects of international trade. Faculty members often provide international consulting. Training opportunities in international business are also available.

Consolidated International Corp.
P.O. Box 464
Wickford, RI 02852
(401) 294-4518
Telex: 92-9487

Commercial & industrial laundry and dry cleaning equipment, food service refrigeration equipment & parts.
Areas: Asia, North Africa, Middle East, India, Pakistan, Sri Lanka.

Dyjack's Import & Export, Inc.
30 Warrington Street
P.O. Box 6781
Providence, RI 02940
(401) 722-1828

Chemicals, automotive accessories, cosmetics, hospital equipment & supplies, textiles, tools & machinery, office supplies, building materials, wood & wood products, handicrafts, antiques, foodstuffs.

Export International Corp.
52 Foxglove Road
Cranston, RI 02910
(401) 944-2020

All types of products, but specialize in engineering & construction equipment.
Area: Worldwide, but specialize in Middle East

Fair Trading Corp.
718 Atwells Avenue
Providence, RI 02909
(401) 272-0110

Jewelry.

Fleet Trading Co.
111 Westminster Street
Providence, RI 02903
(401) 278-5739
Telex: 92-7513
Cable: FLEETPANK

Automotive parts & accessories, electrical components & accessories, medical instruments & supplies, printing machinery, jewelry & costume jewelry.

ISA International Inc.
1020 Park Avenue
Cranston, RI 02910
(401) 943-6622

Automotive parts, heat processing equipment, toys and toy molds, industrial safety goggles, costume jewelry.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary of services provided.

Blackstone Valley Chamber of Commerce
42 Park Place
Pawtucket, RI 02862
(401) 722-3400

The Blackstone Valley Chamber maintains close links with the Rhode Island Department of Economic Development and the district offices of the U.S. Small Business Administration and the U.S. Department of Commerce, and can assist firms with export matters in conjunction with the above-mentioned agencies.

Newport County Chamber of Commerce
10 America's Cup Avenue
Newport, RI 02840
(401) 847-1600

The Newport County Chamber organizes seminars on international trade and can help local firms develop overseas contacts.

Greater Providence Chamber of Commerce
10 Dorrance Street
Providence, RI 02903
(401) 521-5000

The Greater Providence Chamber provides various assistance in international trade matters. The Chamber also represents the business community at state and federal levels.

Woonsocket Chamber of Commerce
P.O. Box 1271
Woonsocket, RI 02895
(401) 762-1730

The Woonsocket Chamber's recent international trade activities have included seminars, a trade mission, and development of trade contacts in Canada.

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included.

Community Development Trading Group (CDTG)
19 Spring Street
Newport, RI 02840
(401) 849-7053

The CDTG is an international trading consortium made up of cities throughout the United States. The CDTG's primary activities are focused on matching the export capabilities of firms in member cities with worldwide market demands. Detailed computer records on firms with export capability. These are then matched against inquiries from foreign markets and other leads generated through the CDTG's agents in London, Milan, and Tokyo. The CDTG also maintains relations with numerous export trading companies.

In addition, the CDTG can assist in arranging necessary financing, including third-party or barter arrangements, as well as the range of traditional liaison services needed to complete international transactions.

Manufacturing Jewelers & Silversmiths of America, Inc.
Biltmore Plaza Hotel
Providence, RI 02903
(401) 274-3840

This trade association serves as a clearinghouse for information on international markets and marketing, technical standards, trade shows, and related matters.

Massachusetts District Export Council
c/o U.S. Department of Commerce
World Trade Center, Suite 307
Boston, MA 02210
(617) 565-8563

The Massachusetts Export Council, which represents Rhode Island, is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade.

The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

U.S.-German Democratic Republic Trade and Economic Council
40 Westminister Street, 19th Floor
Providence, RI 02903
(401) 331-2400

The Council promotes trade between the U.S. and the German Democratic Republic (East Germany).

World Trade Club of Rhode Island
10 Dorrance Street
Providence, RI 02903
(401) 521-5000

The World Trade Club, an affiliate of the Greater Providence Chamber of Commerce, promotes international trade and better world understanding. Monthly meetings feature speakers on various international trade topics.

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Rhode Island (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Rhode Island.

Portugal (C)
56 Pine Street, 6th Floor
Providence, RI 02903
(401) 272-2003
(401) 272-9456

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Citizens Trust Company
870 Westminster Street
Providence, RI 02903
(401) 456-7303
Telex: 95-2077

Fleet National Bank
111 Westminster Street
Providence, RI 02903
(401) 278-5700
Telex: 44-35013
92-7513
Cable: FLEETWOOD SWIFT FLTBUS3P

Old Stone Bank, A Federal Savings Bank
Old Stone Square
Providence, RI 02903
(401) 278-2263

Rhode Island Hospital Trust National Bank
One Hospital Trust Plaza
Providence, RI 02903
(401) 278-8133
Telex: 92-7619

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Acme Trading Co.
10 Cross Street
Providence, RI 02917
(401) 274-9220

Aim Limited
31 Gooding Avenue
Bristol, RI 02809
(401) 253-4156

Alandale Trading Company, Inc.
1 Waterman Avenue
East Providence, RI 02914
(401) 438-6375
TWX: 710-381-0880

Jewelry, jewelry machinery & supplies.

Associated International Exports Corp.
314 Waterman Avenue
E Providence, RI 02914
(401) 438-1340

Fiberglass, products for pipelines.
Area: Soviet Union

Beconne International, Inc.
150 Lavan Street
Warwick, RI 02888
(401) 781-6474

Jewelry, pens, other miscellaneous Rhode Island products.
Area: Worldwide

Brisco International, Inc.
1020 Park Avenue
Cranston, RI 02901
(401) 943-6480
Telex: 92-1834

Toys.

Cedec, Inc. 385 Westminster Street Providence, RI 02903 (401) 331-3310 Telex: 95-2056 CEDEC USA	Transportation and construction equipment, heavy duty goods. Area: Middle East, worldwide
Community Development Trading Group 10 Spring Street Newport, RI 02840 (401) 849-7053	Paper mill products, paperboard products, industrial chemicals, fabricated metal products, industrial machinery, electronic components & accessories, measuring & controlling instruments.
Consolidated International Corp. P.O. Box 464 Wickford, RI 02852 (401) 294-4518 Telex: 92-9487	Commercial & industrial laundry and dry cleaning equipment, food service refrigeration equipment & parts. Areas: Asia, North Africa, Middle East, India, Pakistan, Sri Lanka.
Dyjack's Import & Export, Inc. 30 Warrington Street P.O. Box 6781 Providence, RI 02940 (401) 722-1828	Chemicals, automotive accessories, cosmetics, hospital equipment & supplies, textiles, tools & machinery, office supplies, building materials, wood & wood products, handicrafts, antiques, foodstuffs.
Export International Corp. 52 Foxglove Road Cranston, RI 02910 (401) 944-2020	All types of products, but specialize in engineering & construction equipment. Area: Worldwide, but specialize in Middle East
Fair Trading Corp. 718 Atwells Avenue Providence, RI 02909 (401) 272-0110	Jewelry.
Fleet Trading Co. 111 Westminster Street Providence, RI 02903 (401) 278-5739 Telex: 92-7513 Cable: FLEETBANK	Automotive parts & accessories, electrical components & accessories, medical instruments & supplies, printing machinery, jewelry & costume jewelry.
ISA International Inc. 1020 Park Avenue Cranston, RI 02910 (401) 943-6622	Automotive parts, heat processing equipment, toys and toy molds, industrial safety goggles, costume jewelry.

International Trade Exchange Co.
7 Greenbrier Road
West Warwick, RI 02893
(401) 828-3050
Telex: 95-2152 ITEC W WRWK
Cable: ITEC

Area: Far East

Kugot Trading Co.
959 N. Main Street
Providence, RI 02904
(401) 272-2957
Telex: 68-14092
Cable: KUGOT JEWEL PROV

Jewelry and related fashion accessories.

Nishikawa Shoten USA Company
12 Rosebank Drive
Providence, RI 02908
(401) 421-3299

Jewelry findings.
Area: Southeast Asia

Ribson Industries, Inc.
1020 Park Avenue
Cranston, RI 02910
(401) 943-0420
Telex: 68-14120

Rice International
2 Allens Avenue
Providence, RI 02903
(401) 331-4313

Base metal jewelry products.
Areas: Japan, South America, Europe

Rhody International Trading Services
P.O. Box 7185
Providence, RI 02919
(401) 934-0293
Telex: 69-72099 DELTX UW

Consumer products.
Area: Middle East, Europe, Canada

Selbor Corp.
1481 Wampanoag Trail
East Providence, RI 02914
(401) 433-0102

Standard Mill Supply Co.
31 Esten Avenue
Pawtucket, RI 02860
(401) 723-1534
Cable: STAMILCO

Textile machines, parts & dyes & accessories, dyes & chemicals for textiles, fishing equipment.
Areas: Latin America, Caribbean

Tavdi Company, Inc.
417 Nayatt Road
Barrington, RI 02806
(401) 245-2932
Telex: 95-2136 TAVDI CO BRI

Testing apparatus, research & quality control equipment.
Area: Turkey, Middle East

West Bay Imports, Ltd.
925 Main Street
Box 816
East Greenwich, RI 02818
(401) 738-6500
Telex: 95-2132

Shellfish, fish.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish oversoas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below.

Collins, Sorenses, Sullivan & Co.
2[illegible] Brewer Street
Newport, RI 02840
(401) 683-5519
TWX: 510-100-2175

Deloitte Haskins & Sells
1501 Hospital Trust Tower
Providence, RI 02903
(401) 861-0740

International accounting.

Dun's Marketing Services
Division of Dun & Bradstreet Inc.
75 Lambert Lind Highway
Warwick, RI 02886
(401) 738-7992

International credit reporting, marketing.

Ernst & Whinney
Hospital Trust Tower
Providence, RI 02903
(401) 331-7000

International accounting.

International Advertising Services Association
1664 Cranston Street
Cranston, RI 02920
(401) 944-1816

International Broadcast Industries
40 Freemay Drive
Cranston, RI 02920
(401) 467-2323

Interrep 381 Atwells Avenue Providence, RI 02909 (401) 274-7920 Telex: 95-2241 RUSCONI	Jewelry and consumer products in general. Area: Western & southern Europe
National Consulting Associates, Ltd. Box 3241 Providence, RI 02907 (401) 826-2657 Telex: 85-3557	Overseas marketing specialists. Areas: U.K., Europe, Australia
Nexus International 122 Bacon Street Pawtucket, RI 02862 (401) 722-5559	Area: West Africa
Peat Marwick Mitchell & Co. 600 Fleet Center, 6th Floor Providence, RI 02903 (401) 421-6600	International accounting.
Price Waterhouse 50 Kennedy Plaza, Suite 800 Providence, RI 02903 (401) 421-0501	International accounting.
Ribson Industries, Inc. 1020 Park Avenue Cranston, RI 02910 (401) 943-0420 Telex: 68-14120	Export management, joint ventures, overseas licensing.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Edwards & Angell
2700 Hospital Trust Tower
Providence, RI 02903
(401) 274-9200

Hinckley, Allen, Tobin & Silverstein
1500 Fleet Center
Providence, RI 02903
(401) 274-2000

Licht & Semanoff
One Park Row
Providence, RI 02903
(401) 421-8030

Lovett, Schefrin & Gallogly
2 Thomas Street
Providence, RI 02903
(401) 274-0700

David C. Moretti & Jeffrey S. Perlow, Associates
1070 Reservoir Avenue
Cranston, RI 02910
(401) 943-5500

Pearlman & Vogel
750 East Avenue
Pawtucket, RI 02860
(401) 726-6200

David Sweeny
10 Jefferson Blvd.
Warwick, RI 02888
(401) 785-0200

Tillinghast, Collins & Graham
One Old Stone Square
Providence, RI 02903
(401) 456-1200

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*).

Abahco Overseas Packing & Crating
350 Kinsley Avenue
Providence, RI 02903
(401) 421-4460

Ace Warehouse Co. of Rhode Island
Municipal Dock
Providence, RI 02906
(401) 781-4744

Airborne Freight Corp.
70 Dewey Road
Warwick, RI 02886
(401) 331-1556

Burlington Northern Air Freight Inc.
166 Lavan Street
Warwick, RI 02888
(401) 331-1848

CF Airfreight, Inc.
110 Access Road
Warwick, RI 02888
(401) 732-1543

C-Line Forwarding, Inc.
303 Jefferson Blvd.
Warwick, RI 02888
(401) 738-9300

Collins Transportation Co., Inc.
P.O. Box 543
Providence, RI 02901
(401) 461-9800
(800) 556-7504

Conlon Moving & Storage, Inc.
255 York Avenue
Pawtucket, RI 02861
(401) 723-4500

Dodd's Transportation Inc.
48 Maple Avenue
West Warwick, RI 02888
(401) 421-5811

Emery Worldwide
Air Cargo Building
State Airport
Warwick, RI 02886
(401) 739-4230

Goff & Page Co. (*)
15 Thurbers Avenue
P.O. Box 9248
Providence, RI 02940
(401) 795-9100
Telex: 92-7644
TWX: 710-310-8799

Jewelers Shipping Association
125 Carlsbad Street
Cranston, RI 02920
(401) 943-6490

Knight's Express & Warehouse Inc.
Industrial Drive
Coventry, RI 02816
(401) 822-1700

Liberty International Inc. (*)
144 Westminster Street
Providence, RI 02903
(401) 521-1776

J.F. Moran Co., Inc. (*)
20 Avery Road
Cranston, RI 02910
(401) 941-2670

Moran Shipping Agencies, Inc.
10 Jefferson Blvd.
Warwick, RI 02888
(401) 941-7200
Telex: 92-7669

Ocean State Shipping
Municipal Dock
Providence, RI 02906
(401) 461-8100

C.H. Powell Co. (*)
10 Dorrance Street
Providence, RI 02903
(401) 331-9715

Smith's General Trucking Co.
14 Clyde Street
West Warwick, RI 02893
(401)821-7666

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Abahco Overseas Packing & Crating
350 Kinsley Avenue
Providence, RI 02903
(401) 421-4460

John M. Anderson Co.
1 Bedson Road
Cranston, RI 02910
(401) 467-3400

Conlon International
255 York Avenue
Pawtucket, RI 02860
(401) 351-2220

Jones Warehouses Inc.
59 Central Street
Providence, RI 02886
(401) 421-0081

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Bradford-Sutcliffe, Inc.
511 Putnam Pike
Smithfield, RI 02917
(401) 949-3500

Frank B. Hall of R.I., Inc.
1600 Fleet National Bank Bldg.
Providence, RI 02903
(401) 331-7700

Frank B. Hall of R.I. East, Inc.
(401) 438-6300

Offshore Marine Insurance Services
Stringham Road
Portsmouth, RI 02871
(401) 683-4512

Wilson Agency, Inc.
35 Agnes Street
East Providence, RI
(401) 438-7214

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Accurate Spanish-Language Translation Nuevos Horizontes Co.
484 Elmwood Avenue
Providence, RI 02907
(401) 941-3388

Berlitz Translation Service
111 Wayland Avenue
Providence, RI 02906
(401) 274-1370

Technical Translations
95 Meadowland Drive
North Kingstown, RI 02881
(401) 294-4323

Translation Aids United
719 Industrial Bank Building
Providence, RI 02917
(401) 521-6614

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

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Telephone: _____ Date: _____